

Service

What word in the commercial vocabulary of the English language is more abused than Service?

Service can mean much—more frequently, these days, it means little, and this is particularly true in the automobile business.

We would impress on your mind that our interest in you does not end with a sale.

MILLER MOTOR SALES CO.

DISTRIBUTORS

STEPHENS SALIENT SIX—COMMONWEALTH

352 Madison.

Main 1511.

THE ACE OF PORTABLE

Air Compressors



Here is the famous Victory model, compact, complete, efficient.

It's a real trade-getter. Write for prices.

T. W. HALL, JR.

Local Distributor

245 Monroe.

Phone M. 1438.

FOR YOUR INFORMATION

We have a large stock of all kinds of building material, such as lumber, windows, doors, moldings, plumbing and electrical fixtures, for all requirements in building of any kind.

YOU CAN SAVE FROM 30% TO 40% CALL AND SEE US

Tennessee Wrecking and Building Material Co.

MAIN 799

Office and Yard, 474 N. Main St.

"KNUXO"

THE LIQUID NUX AND IRON LAXATIVE

A TRUE NERVE TONIC AND STIMULANT.

Restores the Entire Nervous System by cleaning and enriching the blood. Gives vitality to the entire body. Mailed anywhere upon receipt of price, \$1.00.

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Southern Auto Mfg. Co. Faces Successful Year

Selecting Memphis as a site for its factory because of its "wonderful shipping facilities and natural resources," officials of the Southern Automobile Manufacturing company, with temporary headquarters in the T. P. A. rooms of the Chisca hotel, are most optimistic over the outlook for the new year.

"We believe," said W. A. King, president and general manager, "that with the remarkable reception being accorded our efforts to establish this plant Memphis should, before long, become almost as big an automobile manufacturing center as it is an automobile and accessory distributing point."

"Large financial interests consider the automobile manufacturing industry one of the three largest industries in the world, with an earning power that is unquestioned. Automobile industry in the South is bound to pay large dividends to its shareholders and eliminate a financial leak that is costing the South millions annually."

Material for the model cars has been ordered and, according to officials of the company, demonstrators will be running about the streets of the city within the next 40 or 50 days. From a standpoint of engineering and design the Southern Six, as the car is

From Salesman To Branch Head



L. A. CUPPS

A little more than two years ago L. A. Cupps joined the staff of the Good-year Tire and Rubber company's local branch as city salesman. An Jan. 1 it was made a branch manager, succeeding F. M. Gemmill, who is entering the retail tire business. His keen business judgment and winning personality brought him rapidly to the front and when vacancies occurred he was boosted. Prior to being made branch manager he was service manager for the branch.

SEEKS DISTRIBUTOR FOR SPLENDID CAR

Joseph M. Macbeth, general manager of Macbeth & Co., of Evansville, Ind., fiscal agents for the Revere Motor Car corporation of Logansport, Ind., is at the Chisca hotel accompanied by his wife. Mr. Macbeth is in the city in the interest of the Revere corporation, which manufactures the famous high-powered Revere automobile which develops 102 horsepower and is guaranteed to go 85 miles per hour. This car was designed by Adolf Monson, famous Duesenberg engineer. Assting Mr. Monson in the development of this car were G. H. Anderson and Tom Rooney, the renowned Stutz racing team. Although the retail price of the Revere car is now \$4,250, Mr. Macbeth says that an Eastern syndicate has contracted for the entire output of the factory for five years. Another Eastern syndicate has underwritten all the stock of the corporation and also the place of a small block of Revere stock among Memphis investors through some local broker or bank. Mr. Macbeth says that the people who do not keep in close touch with the automobile industry do not begin to appreciate its enormity. He says that on account of depleted production during the war, and other causes, the automobile manufacturers of the United States are today about a million cars behind on production for normal consumption, and that it will take years for them to catch up. He says that Memphis should have an automobile factory by all means and that he is glad to notice that a move is being made here along that line at the present time. Mr. Macbeth is a friend of years' standing of Manager Shufle of the Chisca and he says that although both he and his wife have been confined to their room by sickness since their arrival a week ago, they are enjoying their stay in Memphis.

TRUCKS, THESE DAYS ARE SOLD ON MERIT

"It's a far cry from the motor truck of today to the first model at the start of the industry," says J. F. Holleran, truck manager of the Hernando Motor company.

"When trucks were first placed on the market for general sale, they were far from being reliable hauling units. In fact, most of the trucks then sold were simply express bodies mounted on passenger car chassis with lower gear ratios."

"Today trucks are built of the best possible material obtainable on the American market. Steels have been developed especially for trucks, so that lightness and strength are combined."

"Motors have been specially built for trucks, where formerly they were only developments of passenger car motors with few changes."

"Dealers are selling trucks along business lines, where formerly men bought trucks because they thought they ought to buy them. Now trucks are sold on their merits alone."

TATE SUPERVISORS MAKE MANY CHANGES

SENATORIA, Miss., Jan. 10. (Sp.)—The board of supervisors adjourned today after being in session all day Monday. A large amount of business was transacted by the board. Salary fixing was the order of the day just before adjourning.

The salary of the superintendent of education was fixed at \$1,800 per year; the county prosecuting attorney's salary at \$1,000 per year; the salary of the first deputy of the clerk of the court at \$1,200; first deputy sheriff at \$1,200; field deputy at \$1,200. The sheriff in this county gets a salary of \$3,000 under the new salary law; clerk of court, \$2,500; circuit clerk, \$2,000; tax assessor, \$1,750; D. C. Lauderdale was employed to represent the board as legal advisor for the coming year.

WHY NOT RELIEVE THAT COLD NOW?

Dr. Bell's Pine-Tar-Honey is noted for its effectiveness.

YOU'LL find the small cost of a generous bottle of Dr. Bell's Pine-Tar-Honey a sum well spent when you learn how promptly and efficiently and comfortably it helps relieve that lingering or new cold or cough.

Its balsamic and healing antiseptics are unsurpassed in promoting ease from distressed bronchial tubes, helping to loosen phlegm, congestion, and allaying inflammation. Children, too, like its pleasantness. Thousands everywhere use it the minute they feel a cold coming on. Get a bottle at your druggist's to-day 30c, 60c, \$1.20.



Keep the Family's Bowels Open. The liver of the young ones and grownups alike, the bile flowing freely, their systems cleansed of impurities, with effective, comfortable Po-Do-Lax, the natural laxative. Get a bottle today. All druggists. 60c a bottle.



PODO-LAX LIVER AND STOMACH

Choosing Your Bank

One of the most important factors of your business success choosing the right Banking Associations.

Too much care cannot be exercised in making your selection.

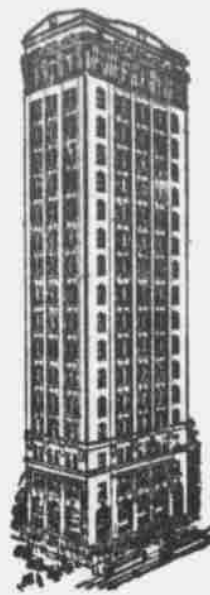
Your Bank should be CONSERVATIVE. Its business methods should insure stability and warrant confidence.

The paramount consideration of its directors and officers should be the safety of your money.

Your Bank should be ACCOMMODATING. If the occasion should arise that you need money it should be in a position to assist you.

Your Bank should be ACCESSIBLE. If you have a business problem that you wish to talk over you should have easy access to the proper officers.

Your Bank should have ADEQUATE FACILITIES for your business. No matter how small or large the financial transaction you may wish to handle, it should be able to give you efficient assistance.



Along all of these lines we invite your most careful investigation. We want you to feel that this Bank is the BEST Bank for you. That here is a Bank that will always safeguard your interests.

The Central-State National Bank

"The Bank of the People"

Memphis, Tenn.

LOG FAMINE PUTS MANY MILLS DOWN

Production of Hardwood Lumber in Territory Reduced Fully 50 Per Cent.

The greatest difficulties to which the hardwood lumber manufacturers of the Memphis territory have been put by the excessive rainfall of the past four months in their effort to maintain production, were revealed in the statement issued late Friday at the monthly meeting of the American Hardwood Manufacturers' association that 15 mills in the territory have been forced to shut down. Others, it was said, are now able to operate only part time and many more will have to close down in the next 10 weeks. The shortage of logs is responsible, it was reported that the mills of the territory in the aggregate have only 40 per cent accumulation of logs to run them through to the next logging season, which is the late spring. Production of hardwood lumber was reported only 47 per cent of normal as of Dec. 1.

PLANTATION SOLD.

PINE BLUFF, Ark., Jan. 10. (Sp.)—W. P. McGee, of this city, Friday paid John W. Bellamy \$22,000 for the latter's third interest in the Fox plantation, one and one-half miles from Cornerstone. The plantation comprises 1,416 acres in Jefferson and 273 acres in Arkansas county. The sale also included the tools, implements and stock on the farm. The other owners are F. Lee Fox and E. C. Fox.

STEGALL BOUND OVER.

Bond in the sum of \$1,000 was fixed by George H. Poole, United States commissioner, for Beverly G. Stegall, when the latter was arraigned for preliminary hearing Friday afternoon. Stegall is charged with transporting a stolen automobile from Memphis to the state of Mississippi. Dr. Williams, now sheriff of Tate county, former Sheriff Still and several citizens of Tate county were witnesses against Stegall.

DODGE STOLEN.

Luther Beaton, Ellendale, Tenn., wants his '11' Dodge, No. 85652, back again. He told police Friday night that someone stole it from McMinnore avenue.



A Nutritious Diet for All Ages Quick Lunch at Home or Office Avoid Imitations and Substitutes

A Great Convenience

We strive to make our store with its superior facilities and equipment for rendering perfect service a real convenience to the people in our locality, and we are indeed gratified by the numerous expressions of appreciation of hundreds of people who appreciate our efforts and prefer to trade at—

An Ideal Suburban Drug Store

Every service it is possible to render in this line is given here. Particular attention is given to prescriptions—and our deliveries are exceedingly prompt.

Warnock-Baker Drug Co.

Bellevue at Linden

HAD BAD COUGH, NIGHT SWEATS AND ASTHMA

Got rid of it all and gained 12 pounds in 3 months.

"I suffered with bronchial asthma and catarrh of the stomach and bowels. My throat would close up so I could hardly breathe. Coughed all day and night. There was such a surging in my bronchial tubes it would keep my wife awake. I had night sweats so badly I would have to change night clothes three times a night. I commenced using Milks Emulsion 3 months ago, and I am now feeling fine. Have no night sweats, no bronchial asthma, no stomach trouble, and have gained 12½ pounds."—A. J. Burkholder, 36 Florence St., Bradford, Pa. Give Milks Emulsion a chance to relieve—perhaps to conquer—your asthma. It has quickly succeeded for others. It cost nothing to try.

Milks Emulsion is a pleasant, nutritive food and a corrective medicine. It restores healthy, natural bowel action, doing away with all need of pills and physics. It promotes appetite and quickly puts the digestive organs in shape to assimilate food. As a builder of flesh and strength, Milks Emulsion is strongly recommended to those whom sickness has weakened, and is a powerful aid in restoring and repairing the effects of wasting diseases. Chronic stomach troubles and constipation are promptly relieved—usually in one day. This is the only solid emulsion made, and so palatable that it is eaten with a spoon like ice cream. No matter how severe your case, you are urged to try Milks Emulsion under this guarantee—Take six bottles home with you, use it according to directions and if not satisfied with the results, your money will be promptly refunded. Price 60c and \$1.20 per bottle. The Milks Emulsion Co., Terre Haute, Ind. Sold by druggists everywhere. adv.

QUICK RELIEF FROM CONSTIPATION

Get Dr. Edwards' Olive Tablets

That is the joyful cry of thousands since Dr. Edwards produced Olive Tablets, the substitute for calomel. Dr. Edwards, a practicing physician for 17 years and calomel's old-time enemy, discovered the formula for Olive Tablets while treating patients for chronic constipation and torpid liver. Dr. Edwards' Olive Tablets do not contain calomel, but a healing, soothing vegetable laxative. No gripping is the "keynote" of these little sugar-coated, olive-colored tablets. They cause the bowels and liver to act normally. They never force them to unnatural action.

If you have a "dark brown mouth"—bad breath—a dull, tired feeling—sick headache—torpid liver—constipation, you'll find quick, sure and pleasant results from one or two of Dr. Edwards' Olive Tablets at bedtime. Thousands take them every night just to keep right. Try them. 10c and 25c.

WHITE STAR BICYCLE CO.

Bicycles, Repairs and Supplies. Agents VALE, COLUMBIA, SNELL, RACVYLE AND WONDER BICYCLES

Repair Work Given Prompt Attention. We Call For and Deliver. 58 S. Second St.

It's Not Too Late

To put your Heating Plant in working condition. There are plenty of cold days coming, so prepare! Let us install a

Steam or Hot Water Heating Plant

Put in either new or old buildings for cash or on our easy payment plan. Let us tell you about it.

H. Smith Heating Co.

MEMPHIS, TENN.

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THE NEW OAKLAND SENSIBLE SIX FOUR DOOR SEDAN

OAKLAND SENSIBLE SIX

EVERY essential convenience, from mechanical lifts for the windows in its double-latch doors to an inconspicuous heater for use on cold days, has place in the equipment of the new Oakland Sensible Six four door Sedan. And being of solid body construction, and built upon the standard Oakland chassis, its range of activity is fully as great as that of the open car.

Touring Car, \$1075; Roadster, \$1075; Coupe, \$1215; Four Door Sedan, \$1215. F. O. M. Pontiac, Mich.

Erwin-Hicks Motor Car Co.

Phone Main 2896.

754 Union Avenue.

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